

Sims supports proven strategies, graduation to strengthen certified business community

Although Ron Sims says he enjoyed his 11 years on the King County Council, he admits to "having a ball" as King County Executive.

He's had the job since January, when he was appointed to the remaining year of now-Governor Gary Locke's term. It's a job he hopes to keep at the ballot box this fall.

Sims is chief executive officer of the largest county in the region at a critical time for affirmative contracting. Here's what he had to say recently about this and other topics of particular interest to certified firms:

On the Denny Way CSO project, the county built in incentives to encourage mentoring of less experienced firms. Should the county be using mentoring more often?

No question about it. Mentoring is an effective tool.

We need to use a variety of tools to make sure that we have a strong minority and women business

community. We have several at our disposal, including loans and apprenticeships, and will continue to find ways to cultivate and nurture minority- and women-owned businesses to be independently successful.

Does that include reserving contracts for M/WBE competition only?

If in fact we continue to see that past discrimination has not been

overcome, I would support that. Our
Continued on next page



Denny Way/Lake Union CSO control

Aggressive contracting sets stage for M/WBEs to perform

Five years ago when engineers looked at how to reduce overflows into Lake Union and Elliott Bay from combined sanitary and storm sewers, they made two critical decisions about how to structure the solution: Design of project facilities should be accomplished under multiple contracts and two of those contracts should be reserved for certified primes.

Rather than call that good enough, project staff worked closely with the M/WBE office to pave the way for certified firms to realize the leadership roles, meaningful participation and skill-enhancement opportunities they look to public contracting to provide.

Now with all program management

and design work under contract, the \$128.5 million Denny Way/Lake Union CSO control project has those objectives in sharp focus:

- Certified firms are on every consultant team.
- They are a diverse blend, including firms experienced with and new to King County.
- Certified primes are doing substantial portions of the work they are managing.
- Primes and subconsultants will have a chance to mentor and be mentored.
- Credit for this depth and breadth of participation goes to project staff committed to strategic use of contracting opportunities, concurrent with having the project benefit from

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ordinance was designed to provide relief to discrimination based on color, ethnicity, and sex. If in our purchasing or construction activities, we still see people not achieving relief from that discrimination, then reserving is a very appropriate tool to use.

But not unless they are not achieving relief?

Not unless. It's "not unless" because the courts tell us we can't use reserving unless we can show systematic discrimination.

How concerned are you about attacks on affirmative action that would prohibit affirmative contracting by public agencies?

I'm very concerned. Affirmative action is a tool we use when we believe there needs to be a corrective action taken because discrimination persists.

When I look at our statistics between 1986 versus 1996, I see significant changes in the county's workforce. Because of affirmative action, we had to professionalize our personnel system to move away from a who-you-know system to a much broader one. Everybody benefits—white males, women, people of color—because it's a fair-play system.

Do we still have problems? Yes, but we did not achieve more opportunities for people to be employed until we asked how we could achieve diversity.

Does that same argument apply to affirmative contracting?

Yes. Women and minorities did not have opportunities to become entrepreneurs because of a discriminatory system, an old-boy network. Our M/WBE program

created more than opportunities for minority and women businesses; it changed how the county contracted. You could no longer walk in here and get a contract because of who you were.

The advantages we have today as a government in how people have to do business with us were achieved *because of* M/WBE and affirmative action, and everyone around here knows it. I don't want to retreat from that; we've come too far.

If you were a certified business owner, what should you be keeping an eye on that the county is doing — or not doing?

I would probably just want the government to be efficient — make sure the infrastructure is working, the amenities, the things that government is supposed to do well. If we're doing a great job, people take us for granted; they expect quality in the delivery of services.

Often when small business people hear "efficient," they hear "staff cuts," which means the county will package contracts bigger and bigger.

Oh no, I won't do that.

How do you keep from doing that if you cut staff?

Competition. Sometimes when you package, you're only packaging to reduce the number of competitors, not increase them.

We should look at the goals we wish to accomplish. Sometimes it's convenient dealing with one person, so we have big contracts. But often our better deals are secured by having smaller contracts with multiple bidders; we get a better price and that's what I prefer. I want to encourage competition.

What if you don't get a better price, which could be the case with smaller certified firms?

Sometimes having people out there who can compete in the short- *and* long run is to our advantage. At some point, you have to tell people you're not going to continue to pay a high price.

We have graduation requirements in our M/WBE program and, in time, people will graduate and have to make it on their own. I believe in that. It's not our job to sustain businesses forever; it's our job to provide opportunities and, after awhile, you've got to graduate.

Does that mean when they're big enough?

Whenever we believe it's time. A business may have had multiple contracts with King County for four or five years and be big enough or well established enough that there's no need for assistance.

People will have to come to grips with the fact that we're going to have graduation. We have too many other entrepreneurs coming in who can't get any contracts because the companies that always got them still get them. So we're creating a second problem in that we're not encouraging entrepreneurship.

We're simply going to have to make the process much more competitive, and graduation is going to be one way.

Do you have a procedure or timing in mind for that?

No. Graduation it was one of many things facing me when I came down here as executive. When I get re-elected, I will.

Disparity report expected in fall

Release of a very current disparity study of public contracting in the Puget Sound region is now expected in the fall.

Initiated in February of last year, the study is aimed primarily at gauging the extent, if any, of disparity between the availability of willing and able minority- and women-owned firms and their use by King County, the City of Seattle, the

Port of Seattle, the Regional Transit Authority, Seattle Public Schools and the baseball stadium's Public Facilities District.

"We felt that having 1996 contracting data reflected in study findings and recommendations was well worth the extra time needed to incorporate it," said M/WBE Manager Phyllis Alleyne, who is project manager for the study.

The study consultant, Mason

Tillman Associates, is completing its preliminary analysis of 1993-1995 contracting data, plus the anecdotal information collected through written questionnaires, in-depth interviews and public testimony.

When all the 1996 data are in, researchers will finalize their analysis, make recommendations and release their report as quickly as possible, Alleyne said.

MBE central to wrapping up wastewater plan

Years from now when major decisions are made about wastewater treatment services in the region, elected officials will have a roadmap, thanks in part to the coordination expertise of a certified engineering consultant.

Development of that roadmap (known as the Regional Wastewater Services Plan) began in 1991 when wastewater staff looked at growth projections and saw the need for additional conveyance systems and treatment facilities to keep pace.

The comprehensive plan now in the home stretch will serve the region over the next 20 years.

King County's Wastewater Treatment Division recently selected a consultant team led by Brown & Caldwell to assist with engineering, environmental review and community relations related to the public-process phase of this major project. The County Council will consider the final plan, as recommended by the County Executive, next year.

As deputy program manager, MBE-certified Moore Engineering Consultants has a significant coordination role in this undertaking. The firm's principal task is to coordinate the engineering and technical evaluation of suggested changes and additions to the plan.

This assignment makes Marvin Moore a key link between the consultant team and county staff.

"I was first involved in this project in August of 1995 as a prime consultant," he said. "The current contract is a good fit for our specialty in wastewater collection and treatment systems."

Established in January 1995, the five-person firm also provides engineering services for water distribution systems and technical support, such as hydraulic modelling.

In consultation with the M/WBE office, project staff selected a combined M/WBE participation goal on the contract of 27 percent. As awarded, the contract greatly exceeds that goal, however, achieving 13 percent MBE and 28 percent WBE participation.

M/WBE Supervisor Charles LeViege collaborated with Program Manager Christie True and Contract Manager Linda Sullivan in Wastewater Treatment to define opportunities for certified firms on the contract and evaluate proposals.

"Christie and Linda took the M/WBE criteria seriously, as is evident in the quantity and quality of

We are always challenging staff to balance their need to complete projects satisfactorily with certified firms' need to perform significant work.

- Charles LeViege, M/WBE supervisor

certified participation," LeViege said.

"We are always challenging staff to balance their need to complete projects satisfactorily with certified firms' need to perform significant work," he continued.

"In this instance, they have done so in a way that reflects a strong personal commitment to M/WBE participation, not simply utilization."



Brown & Caldwell's Bill Persich, Program Manager Christie True and Marvin Moore meet at the Hiram M. Chittenden Locks in Ballard, which figure into the Regional Wastewater Services Plan as a potential site for reuse of treated wastewater.

OMWBE issues FY95 annual report

The trend of seeing more women than minorities apply for certification in this state continues.

In its recently released annual report for Fiscal Year 1995 (July 1 to June 30), the State Office of Minority and Women's Business Enterprises (OMWBE) tallied 2,237 certified women-owned firms doing business in Washington. They amount to just

over 56 percent of all firms certified during the year.

OMWBE made a special effort to purge its files of defunct companies and those no longer eligible for certification, which reduced the number of certified firms in all categories. The percentage of women-owned firms remained similar, however, to that recorded for FY94.

OMWBE reported a total of 3,876

certified women- and minority-owned firms doing business in the state during FY95. These businesses employed 28,881 people and generated some \$2.5 billion in gross income for the year.

For a copy of the state's annual report for FY95, call (360) 753-9693 or write to OMWBE, P.O. Box 41160, Olympia, WA 98504-1160.

the vitality of multiple contractors and new blood. Their effort recently earned the project a Celebrate Success award.

Finalizing the package

In 1994, the former Metro hosted a series of forums for architectural and engineering firms to elicit their advice about how to improve contracting procedures and M/WBE participation. Work groups used the Denny Way project as their focal point.

At that time, the proposed strategy was to have five or more design contracts, two of which would be reserved for certified firms. Forum work groups strongly supported having multiple contracts but differed on how many.

Subsequently, project staff looked at M/WBE availability, management complexity and schedule to devise a packaging scheme that

- Retained the two design contracts for certified competition.
- Combined the remaining design work into one large contract with challenging goals for M/WBE participation.
- Staggered the consultant-selection schedule so that certified firms not selected for one contract could propose on a later one.
- Awarded extra evaluation points to encourage substantial involvement of certified primes in the meat of the work they would manage.

"We felt that coordinating three small design contracts in addition to the reserve contracts would be unnecessarily complicated and that combining them into a single contract with an enlarged scope would provide comparable M/WBE opportunities," explained Project Manager Judy Cochran.

After comparing tasks with the number of qualified M/WBEs available, project staff concluded that ample competition existed among certified firms for the design tasks in the two reserved contracts.

"Both are \$700,000 to \$1 million and are the types of general civil work a lot of certified firms are available to do," Cochran said.

Managing multiple players

The project will involve a total of 36 certified firms through preliminary design, including the two certified



Project staff (from left) Vern Threlkeld, Judy Cochran, Calvin Locke and Brian Smith review design schedules with M/WBE Supervisor Charles LeViege.

primes. Several are new to King County contracting.

"We really combed through the state directory to reach every available certified firm in the specialties required," said M/WBE Supervisor Charles LeViege. He has been working with staff on M/WBE participation since the project's inception.

"We were able to communicate what we were after in terms of M/WBE participation," Cochran said. "All the proposers responded."

Included in responses to Contract A were ideas for a mentoring component. Specifics are being worked out for a program to match skill-development interests of certified firms on the project with expertise from other contractors.

From a management standpoint, project staff predict the benefits of their approach will offset any additional cost.

"We expect our 'product' to be at least as good as it might have been had we involved fewer firms," said Calvin Locke, project engineer on Contract A. The schedule should be the same, with design milestones aimed at starting construction in 2000.

"Engineering costs in relation to construction costs are on the high side of the standard range because this project has a lot of design complexity," Cochran said. "It demands a lot of coordination and I expect it to require slightly more

because we are using multiple contracts."

"The county will benefit from having an expanded pool of available firms," LeViege added. "And certainly those firms will benefit from having done the work *and* from establishing useful relationships."

Bottom-line implications

Multiple contracts, multiple firms, new players, reserved contracts—These contracting strategies address M/WBE program objectives, but are they sustainable?

Yes, say project principals, if public agencies recognize the bottom-line implications of adequate management and aggressive participation strategies.

"Our approach has been to be proactive with consultants," Locke said. "Certainly if we had half the staff to do such capital projects, we couldn't break them out as we have done here."

"The only way we could have gotten certified firms as primes was to reserve contracts," Cochran added. "Without the ability to reserve, it would not have happened."

She and her colleagues predict that, when Denny Way is finished, King County, as well as participating firms, will be ahead.

"We're already far ahead in terms of M/WBE involvement," she said. "We have proven that these goals are achievable, within the primary goal of building a quality system."

Denny Way package of consultant contracts

Contract	Scope of Work	Prime	Current Value	Time of Award	M/WBE %
Program consultant	Project refinement, scheduling, cost estimating, preliminary facilities plan and geotechnical/oceanographic data collection	Brown & Caldwell	\$2.7 million	9/95	20% MBE 17% WBE
Program and construction management	Cost estimating, scheduling, document control, bid packaging, community relations, constructability review	Montgomery Watson	\$4.5 million	5/97	10% MBE 20% WBE
Contract A	Tunnel, outfall and CSO treatment design	Black & Veatch	\$8.6 million	3/97	17% MBE 11% WBE 5% Additional*
Contract B	Design of South Lake Union pipelines and regulators	Cosmopolitan Engineering Group	\$400,000 (through preliminary design)	4/97	69% MBE 12% WBE (through preliminary design)
Contract C	Design of Denny area pipelines and regulators	RoseWater Engineering	\$400,000 (through preliminary design)	5/97	30% MBE 59% WBE (through preliminary design)

*The consultant committed to a minimum of 5 percent additional M/WBE participation as work progresses.

Sims advises members of county's Civil Rights Commission to speak out

The King County Civil Rights Commission invited County Executive Ron Sims to its April meeting to discuss priorities.

In the process, a lively exchange ensued on several topics of mutual interest, accented by a bit of advice and an invitation from Sims.

He pointed to anti-civil rights initiatives that gained strength during the recent legislative session. These issues, he said, plus the additional challenges to civil rights that are sure to surface, will compel the commission to focus.

"I think the key to your being effective is to be targeted, selective and thorough about the issues you undertake," he said.

Passage of a statewide, anti-affirmative action initiative would be "a huge setback," he said. Initiative 200 would prohibit governments from discriminating or granting preferential treatment in employment, education or contracting based on race, sex, color, ethnicity or national origin.

"We have data indicating that affirmative action works very well in King County," he noted. "We need to be as active as Hands Off

Washington was a few years ago at discouraging people from signing those petitions."

Sims also suggested commissioners get involved in attacks on sexual minorities and immigrants.

"I consider the proposed ban on same-sex marriage to be an act of bigotry—a guise for an underlying anti-gay, anti-lesbian attitude," he

said. "It's the same with welfare reform, which is anti-immigrant."

He invited commissioners to join him in taking public stands on issues affecting employment, education, business and international commerce: "I think it's important that civil rights voices be heard talking about justice and fairness and tolerance."



Civil Rights Commission member Cecilia Paloa-Vargas puts a question to King County Executive Ron Sims (left). Commissioner Bill Dubay listens.

County recognizes exceptional service, effort

Celebrate Success 1997 drew scores of participants to the King County Courthouse on March 28 to honor certified firms for exceptional service to the county and learn about county contracts and contracting.

Many of the 60 participants in the awards ceremony stayed to mingle over coffee and croissants, then attend one of four contracting workshops.

Approximately 120 certified business people had an opportunity at these workshops to quiz project staff about upcoming contracts and clarify current contracting procedures.

King County Executive Ron Sims opened the awards ceremony and, together with Council President Jean Hague and Councilmember Dwight Pelz, presented plaques to **Thomas/Wright (WBE)** for outstanding design services on the Vashon Island transfer station.

Moore Engineering Consultants (MBE) for technical analysis, facilities planning and preliminary engineering services on the Denny Way combined sewer overflow project.

Yuan Nesland Aviram and Associates (MBE) for creative design work on the tuberculosis and sexually transmitted disease clinics at the Harborview Medical Center.

Quality Fence Builders (WBE) for building a first-rate fence at the King County International Airport.

CMS Painting (MBE) for an exceptional job painting 440,000 square feet of interior walls at the Harborview Medical Center.

Fuji Industries (MBE) for constructing the award-winning Waterworks Garden at the East Division Reclamation Plant in Renton.

O'Neill & Associates (WBE) for creating a nationally recognized technical-assistance and training program to assist the county in hiring and retaining employees with developmental disabilities.

CML Investments (MBE) for appraisal services on the Regional Justice Center phase II site which came in ahead of schedule and under budget.

Don Shimono Associates (MBE)



Showing off their 1997 Celebrate Success awards are, left to right, (back row) Lawrence Yuan (Yuan Nesland Aviram and Associates), Cindy Kimmerle (Quality Fence Builders), David Smith (CMS Painting), Amon Billups (King County procurement), Harold Taniguchi (King County Road Services), (front row) Tom Dempsey (King County Natural Resources), Don Shimono (Don Shimono Associates), Julie Harrison (Trick & Murray), King County Executive Ron Sims, Harland Radomske (Venture Construction) and Phyllis Alleyne (King County M/WBE manager).

for roadway and landscape design services on the Petrovitsky Road project.

Trick & Murray Office Products (WBE) for its record of delivering office supplies on 24-hour notice throughout county offices.

A special award went to **Amon Billups**, buyer in the county's Goods and Nonprofessional/Consultant Procurement Services Division, for seeking out qualified M/WBE vendors and encouraging them to develop and submit bids for county procurements.

Venture Construction earned a special award for involving 22 certified firms on its liquid-stream contract at the East Division Reclamation Plant in Renton and for working hard to ensure a nondiscriminatory job site.

Two county divisions received awards for their extraordinary effort to ensure certified firms the chance to compete for significant work.

The **Road Services Division** in the Department of Transportation awarded roughly half its 1996 consultant and capital-improvement construction dollars to M/WBEs and broke task-order contracts into engineering disciplines to allow small firms to compete.

The **Denny Way/Lake Union CSO control project** in the Department of Natural Resources earned an award for packaging consultant contracts so that certified firms could perform significant work and participate as primes. In addition, the selection process included mentoring inducements.

To complement informal comments, the M/WBE and Contract Compliance Division is soliciting feedback from those who have attended Celebrate Success and those who have not (see survey, facing page).

"In addition to being a major undertaking for our office, Celebrate Success requires the cooperation of other departments and divisions," said M/WBE Manager Phyllis Alleyne.

"We need to hear from certified firms whether or not they find the event worthwhile and, if so, how we could improve it."

Handbook available

For a copy of the updated *How To Do Business With King County* handbook distributed at Celebrate Success, call the M/WBE office at 684-1330.

Give us your thoughts on Celebrate Success event



For the past several years, King County has recognized exceptional service by certified firms through the "Celebrate Success" awards program. In recent years, we've complemented the awards ceremony and reception with workshops providing information about county contracting procedures and previews of upcoming contracts.

Now we're asking your help in assessing this annual event. Your feedback will tell us where we can make improvements or suggest what we might offer instead. Please take a few minutes to complete this survey, fold as directed and mail it back to us (no postage required) by **July 15**.

Thanks for your assistance — and watch for a summary of responses in an upcoming *Focus*.

1. What is your business or work?

- ☐ Certified business
- ☐ Majority business
- ☐ King County staff
- ☐ Other _____

2. When did you last attend Celebrate Success?

- ☐ 1997
- ☐ 1996
- ☐ 1995
- ☐ I have never attended. (Skip to #6, #7 and #8.)

3. How often have you attended Celebrate Success?

- ☐ One time
- ☐ Two or three times
- ☐ Usually every year

4. In which of the following did you participate the last time you attended?

- ☐ Awards ceremony
- ☐ Networking reception
- ☐ One contracting workshop
- ☐ More than one contracting workshop

5. Have contacts you made or information you got at Celebrate Success ever helped your business?

- ☐ Yes ☐ No
- If yes, how? _____
- _____
- _____

6. If you have never attended, why not?

- ☐ I've never heard about it.
- ☐ I've only recently been certified, so haven't yet had a chance to attend.
- ☐ I couldn't take time away from my business.
- ☐ It's just never sounded worthwhile to me.
- ☐ I've never wanted to fight traffic or parking downtown.
- ☐ Other _____

7. Has the prospect of winning a Celebrate Success award ever affected your performance on a county contract?

- ☐ Yes ☐ No ☐ I've never had a county contract.

8. Overall, what do you suggest we do about Celebrate Success?

- ☐ Continue it pretty much as is.
- ☐ Keep the awards and forget about the workshops.
- ☐ Keep the workshops and forget about the awards.
- ☐ Reschedule workshops so all happen at the same time.
- ☐ Drop the handouts; I learn about contracts and contracting procedures in other ways.
- ☐ Emphasize the handouts more; they're very valuable.
- ☐ Emphasize the awards more.
- ☐ Go back to the drawing board on the whole thing.
- ☐ Other _____

9. Tell us how interested you've been in each aspect of Celebrate Success? (Circle choices.)

	Not Interested	Somewhat Interested	Very Interested	Never Seen or Attended
a. Remarks by County Executive, Councilmembers	1	2	3	0
b. Awards ceremony	1	2	3	0
c. Networking reception	1	2	3	0
d. Presentations at contracting workshop	1	2	3	0
e. Handouts listing upcoming contracts	1	2	3	0
f. Handbook on how to do business with King County	1	2	3	0

10. Rate each aspect of Celebrate Success the last time you attended. (Circle choices.)

	Poor	Okay	Excellent	Never Seen or Attended
a. Remarks by County Executive, Councilmembers	1	2	3	0
b. Awards ceremony	1	2	3	0
c. Networking reception	1	2	3	0
d. Presentations at contracting workshop	1	2	3	0
e. Handouts listing upcoming contracts	1	2	3	0
f. Handbook on how to do business with King County	1	2	3	0

Continued

Comments? Suggestions?

We invite you to elaborate on any of the questions we've asked about Celebrate Success or tell us what you would like to see offered instead. If you want a personal response to a question or comment, include your name and phone number.

FOLD

FOLD

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KING COUNTY
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SEATTLE, WA 98104-1598

County's home page on Internet well worth a visit

If you're interested in doing business with governments or schools in this state and beyond,

King County's home page on the Internet is well worth a visit.

The home page is large—and growing. It offers information for a broad audience, from businesses seeking to relocate to baseball fans and bus riders wanting to see the latest schedule.

Whether you log on at a public library or your office, here's what is available at <http://www.metrokc.gov> of particular interest to businesses.

Current bids, proposals

Information about current county bids and proposals ("King County Bids and Proposals") is off the main menu. It is grouped into three categories: consultant services, construction services, and goods, supplies, equipment, materials and nonprofessional services.

Each entry consists of a description, reference number and deadline. If you find a contract of interest, click on the reference number for more information, including the time and place of the preproposal conference, if scheduled.

Not all categories will have current contracts on any given day.

Procurement information

Also available off the "King County Bids and Proposals" menu is information about the county's architectural and engineering roster, plus the registration form ("A & E Qualifications Form") in two versions for downloading.

Go back to the main King County menu and click on "Agencies" for a list of departments and divisions. Options under the Department of Finance include information about procurement of recycled products and the county's procurement information system.

Links to other agencies

In addition to timely information about county contracting and procedures, King County's home page can connect you to related information available on the home pages of other agencies.

"Other Links" on the main menu will put you in touch with local governments, school districts,

colleges and universities. Choose "City of Seattle" or "State of Washington" for current contracts and contracting procedures.

From the state's home page, link to the M/WBE directory, other states or the *Seattle Daily Journal of Commerce* and *Commerce Business Daily*.

A recent addition is the "Business

use," he said.

"By the end of the year, you can expect to find 'M/WBE and Contract Compliance Division' as a new option under the Finance Department."

Franklin is developing two M/WBE home pages, an intranet page available to county staff and an Internet page available to the Reposition art?



WELCOME to KING COUNTY

W A S H I N G T O N

Resource Guide" on King County's main menu. This page is an on-line version of small-business resources printed in the 1997 Yellow Pages, with the advantage of being readily updated.

The guide is maintained by the county's Office of Budget and Strategic Planning and lists a wide variety of resources, from business planning to market demographics, several of which link to detailed information.

M/WBE information

M/WBE Compliance Specialist Keven Franklin is expanding the county's home page with information of particular interest and value to certified firms.

"We're in the early stages of development, assessing what information will be most valuable and what format will be easiest to

"The intranet site will provide county departments with fast access to M/WBE information and assistance," he explained. "By doing more county business on-line, we can dramatically reduce processing time and enhance our service to internal customers."

The Internet site will provide direct access to information important to doing business with King County, such as a summary of M/WBE services, answers to frequently asked questions and event announcements. Franklin plans to include links to related sites and a way for users to provide feedback.

"Initially, our external home page will present basic information about county programs and services," he said. "As we assess what will be most beneficial to users, we will begin to add value."

State updates on-line directory daily

The state's M/WBE directory on the Internet may look the same day to day but it's not.

The Department of Transportation maintains the on-line directory for the Office of Minority and Women's Business Enterprises, adding, subtracting and correcting listings daily. OMWBE updates the printed version quarterly.

Even so, outdated information continues to frustrate the companies and agencies that rely on the directory to identify certified firms.

"Don't wait until you are up for

recertification to tell us about a change in address or that you've expanded your products or services," said Juan Huey-Ray, monitoring manager for OMWBE.

Check your listing on-line or request a copy from OMWBE at P.O. Box 41160, Olympia, WA 98504-1160; phone (360) 753-9693. Mail back your changes or fax to Jean Wheat at (360) 586-7079.

Your description of products or services can be up to 122 characters in length, so take full advantage and, advised Huey-Ray, "Be precise about what you have to offer."

Loan programs tailor requirements, services to small, certified businesses

PROGRAM	SPONSOR	TARGET	TARGET AREA	PURPOSES	AMOUNT	RATE	ASSISTANCE PROVIDED	CONTACT
USDOT Short-Term Loan Program	U.S. Dept. of Transportation	DBE contractors	Nationwide	Working capital for specific assigned contracts	Up to \$500,000	Prime	Application preparation	(206) 768-6856 or 768-6857 in Seattle
Business Consortium Fund	National Minority Supplier Development Council	Minority businesses certified by council with a contract or P.O. in hand from a council member	Nationwide; locally through SeaFirst Bank	Expenses of specific contract or purchase order	Up to \$500,000	100% of prime on 75% of loan and 130% of prime on remainder		(206) 358-7157 in Seattle
FASTRAK	Small Business Administration, National Office	Small businesses	Nationwide pilot program	Most business expenses	50% guarantee of loan up to \$100,000	Varies		Your commercial lender
7(a) Loan Guaranty Program	SBA, Seattle District	Small businesses (no rental real estate)	Nationwide	Most business expenses	75% to 80% guarantee of loan up to \$750,000	Varies		Your commercial lender
LowDoc Loan Program (Low Documentation)	SBA, Seattle District	Small businesses	Nationwide	Most business expenses	80% guarantee of loan up to \$100,000	Varies		Your commercial lender
CAPLines	SBA, Seattle District	Small businesses	Nationwide	Working capital	75% guarantee of loan up to \$200,000 for small asset-based business	Varies		Your commercial lender
DELTA (Defense Loan and Technical Assistance Program)	SBA, Seattle District	Defense-dependent small businesses needing to diversify	Nationwide	Defense conversion	Variable guarantee of loan up to \$1.25 million	Varies	Technical assistance	Your commercial lender
504 Certified Development Company Program	SBA, Seattle District, and Evergreen Community Development Association	Small businesses	Nationwide	Major fixed assets such as buildings, land, improvements, long-term equipment	Up to \$1,000,000	Fixed below market		(206)622-3731 in Seattle
International Trade Loan Program	SBA, Seattle District	Small exporters	Nationwide	Working capital for equipment or to develop or take advantage of an export market	75% guarantee of loan up to \$1.25 million	Varies		Your commercial lender
Export Working Capital Program	SBA, Seattle District	Small exporters	Nationwide	Short-term working capital	75% guarantee for loan up to \$750,000	Varies		Your commercial lender
Minority and Women Development Loan Fund	State Dept. of Community, Trade and Economic Development	Minority- and women-owned businesses	Rural Washington	Most business expenses	Up to \$100,000	Prime plus 3%	Application preparation, loan packaging	(360) 753-0325 or (360) 753-4306 in Olympia
Linked Deposit Lending Program	State Treasurer	Certified businesses	Washington	Any purpose approved by commercial bank	Any amount approved by commercial bank	2 points below market	Application preparation	Your commercial lender or call (206) 389-2561 in Seattle
Small Business Development Finance Program	Seattle Economic Development Association	Small businesses	City of Seattle	Expenses that create or retain jobs for low/moderate-income employees	Up to \$100,000	Variable	Application preparation, technical assistance and referral	(206) 324-4330 in Seattle
Minority Prequalification Loan Program	Seattle Economic Development Association	Small businesses owned by minorities	Puget Sound region	Most business expenses	75% guarantee of loan up to \$250,000	Varies	Application preparation, marketing to banks after preapproval	(206) 324-4330 in Seattle

King County Minority and Women's Business Loan Programs	King County	Certified businesses	King County outside of Seattle	Start-up and expansion expenses	Up to \$50,000	Fixed		Mary Ann Johnson at Cascadia Revolving Fund, (206) 447-9226 in Seattle
Micro Loan Program	Down Home Washington (a division of Snohomish County Private Industry Council)	Small businesses	14 Washington counties	Most business expenses	\$500-\$25,000	Fixed	Training, application preparation, ongoing technical assistance	(206) 743-9669 in Seattle; after Nov. 1, call (425) 743-9669
Grow America Fund-Tacoma SBA 7(a)	City of Tacoma	Small businesses	City of Tacoma	Guarantees for land, equipment, working capital or buildings	Up to \$750,000	Prime plus no more than 2.75%	Application preparation	(253) 591-5213 in Tacoma
Grow America Fund-Tacoma Facade Program	City of Tacoma	Small businesses	City of Tacoma	Facade and interior repair/improvement	\$5,000-\$150,000	Prime less 1%		(253) 591-5213 in Tacoma
Title IX Revolving Loan Fund	City of Tacoma	Small businesses	City of Tacoma	Land, buildings, equipment, inventory, working capital; must create jobs	Up to \$250,000	Set at closing		(253) 591-5213 in Tacoma
Community Development Revolving Loan Fund	City of Tacoma	Small businesses	City of Tacoma	Subordinate loans for land, working capital, equipment, buildings; must create jobs	Up to \$25,000	Set at closing		(253) 591-5213 in Tacoma
Business Revolving Loan Fund	City of Tacoma	Small businesses	City of Tacoma	Subordinate loans for land, buildings, equipment; must create/retain jobs	Up to \$250,000	Set at closing		(253) 591-5213 in Tacoma
Micro Loan Program	Pierce County	Low-income people actively developing a small business	Pierce County outside of Tacoma	Self-employment expenses directed to self-sufficiency	\$500-\$5,000	Prime plus 3%	Application preparation, business start-up, mentoring	(253) 798-7205 in Tacoma
Revolving Loan Fund	Pierce County	Small businesses with companion bank loan	Pierce County outside of Tacoma	Most expenses that create or retain jobs for low/moderate-income employees	\$5,000-\$150,000	Variable	Application preparation, technical assistance and referral	(253) 798-7205 in Tacoma
M/WBE Loan Program	Pierce County	Certified businesses	Pierce County outside of Tacoma	Most expenses that create or retain jobs for low/moderate-income employees	\$5,000-\$100,000	Variable	Application preparation, technical assistance and referral	(253) 798-7205 in Tacoma
Micro Loan Program	Tacoma Empowerment Consortium	Small businesses	Tacoma's enterprise community	Equipment, inventory, working capital, building upgrades	\$100 to \$25,000	Fixed at 9 percent through 1997	Technical assistance	(253) 274-1288 in Tacoma
Community Development Loan Fund	Cascadia Revolving Fund (a private nonprofit)	Low-income, rural or minority/women-owned businesses; environmental firms	Washington and Oregon	Any business expense; must also demonstrate community benefit	Up to \$150,000	Variable	Legal, bookkeeping, marketing, other business aspects	(206) 447-9226 in Seattle
Equity Fund	The Millennium Fund (a limited liability company)	Existing minority-owned businesses	Seattle/King County	Working capital and asset acquisition; should create jobs	\$65,000 to \$150,000	Varies	Technical assistance	(206) 623-6787 in Seattle
Center for Economic Opportunity Micro Loan Program	Metropolitan Development Council	Low-income people seeking to start businesses	Pierce County	Seed capital, working capital, equipment, inventory	\$100 to \$3,500; \$1,500 average	2% below average market rate	Training, business planning and other technical assistance; application preparation; followup	(253) 591-7026 in Tacoma

King County neither endorses nor recommends any of these loan programs but provides this information as a service to certified firms. Contact programs directly for a full description of criteria and application procedures, plus current rates and fees.

State fertile ground for women-owned businesses

Two of the fastest growing parts of the country for women-owned businesses are very close to home.

A recent trend study found that Seattle-Bellevue-Everett and Portland-Vancouver are in the top five markets nationwide in terms of growth in the number, employment and sales of women-owned companies.

Released in March, "1996 Facts on Women-Owned Businesses: Trends in the Top 50 Metropolitan Areas" was commissioned by the National Foundation for Women Business Owners and supported by Wells Fargo Bank. Researchers analyzed census data for 1987 through 1992 to identify trends, then projected those trends to 1996.

One statistical portrait painted by the study shows nearly eight million women business owners throughout the country employing more than 18.5 million people to generate more than \$2.28 trillion in annual sales.

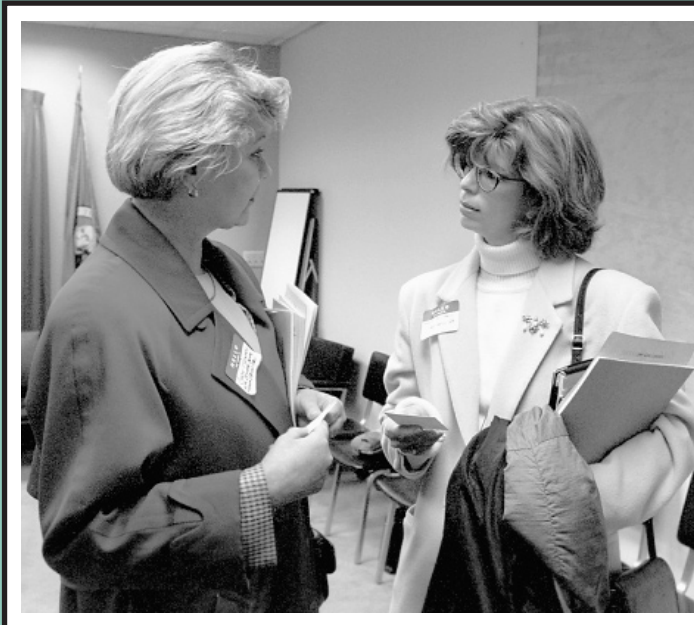
The study projected nearly 91,000 women-owned firms in the Seattle-Bellevue-Everett area employing 311,300 people and making nearly \$38 million in annual sales. Portland-Vancouver followed with

more than 69,000 firms employing nearly 160,000 people to produce nearly \$21 million in annual sales.

Data also show that, in both markets, women own some 40 percent of the businesses, which elevates each market into the top five metropolitan areas studied.

A third portrait—percentage growth—puts Portland-Vancouver No. 1 and Seattle-Bellevue-Everett No. 2 in the country.

In each of the markets studied, data showed women-owned companies to be growing much faster than others.



Marsha Hall Harris (right), owner of Hall Harris, IA, uses a recent Celebrate Success reception to request information of Judy Putnam, coordinator of the State Department of Community, Trade and Economic Development's Minority and Women's Business Assistance Program.

Participation options unique on Wright Runstad's King Street Center project

Within unusually narrow parameters, M/WBE staff are exploring opportunities for certified firms on the \$65.5 million office building Wright Runstad & Company will construct for the county.

Early this year, the King County Council authorized final negotiations on a build/lease agreement for King Street Center, an eight-story office building sited near Seattle's King Street Station.

Wright Runstad is to construct the facility, then lease it to the county through a nonprofit corporation for 20 years, after which time ownership will transfer to the county.

"This was a unique opportunity for the county to acquire much-needed

office space quickly," said M/WBE Manager Phyllis Alleyne.

"Because the facility was already designed and construction commitments were already made when the county entered the picture, we are not in a position to negotiate our customary participation goals."

Nonetheless, M/WBE staff will advocate when and where they can.

"We have offered to provide the names of certified contractors for work that's not already bid, with the understanding that they will be competing for real work," said M/WBE Supervisor Charles LeViege.

"I hope we will be able to include certified firms in the bidding process. Selection will be entirely up to Wright Runstad, though, using its standard criteria." Target

participation by certified subcontractors is 20 percent.

The developer earmarked \$250,000 in the project budget for an M/WBE program. That money could be used to benefit the certified business community over the long term, said Alleyne.

"This project could generate a lot of valuable information," she said.

"We are talking with Wright Runstad about how we might use it to learn more about bonding and bidding patterns, for instance, or compare public-sector and private-sector contracting practices."

Assuming negotiations remain on schedule, construction of King Street Center will start in the fall.

Bulletin board

Taking Care of Business

King County's 1997 "Taking Care of Business" course for minority entrepreneurs will be Sept. 23, 24 and 25.

It is open to up to 40 business owners seeking to increase their understanding of financial operations, improve the financial health of their businesses and position their companies for growth. Registration deadline is Sept. 2; \$100.

For details and an application, call Francisco Jimenez at 205-0713.

Business basics

Starting a New Business on July 9, Aug. 6 or Sept. 6 from 8 a.m. to 4 p.m. at SBA; \$45 in advance/\$50 at the door, including lunch; \$40 for a co-worker.

How To Start and Operate a Small Business for 3 weeks starting July 1 from 6 to 9 p.m. at North Seattle; \$65.

Building a Business Plan on July 16, Aug. 16 or Sept. 10 from 8 a.m. to 4 p.m. at SBA; \$45 in advance/\$50 at the door, including lunch; \$40 for a co-worker.

Everything You Need To Know To Run a Small Business for 8 sessions starting July 8 from 6:30 to 8:30 p.m. at Seattle Central; \$150.

How To Start and Run a Profitable Business, including management, cash-flow management, the business plan and marketing and advertising; 4 weeks starting July 9 from 6:30 to 9:30 p.m. at Highline; \$99.

Recordkeeping for the Small Business on June 28 from 9 a.m. to 4 p.m. at Highline; \$59.

Nx Level for Business Start-Ups for 10 sessions starting June 10 from 5:30 to 9 p.m. at South Seattle; \$285/\$50 additional for business partner or spouse.

International

Fundamentals of Worldwide Trade on the Internet for 9 weeks starting June 25 from 7 to 9 p.m. through Highline; \$95.

How To Start a Profitable Import/Export Business on Aug. 27 from 6 to 9 p.m. at South Seattle; \$30.

Home-based business

The Home-Based Business on Sept. 17 from 8 a.m. to 4 p.m. at SBA; \$45 in advance/\$50 at the door, including lunch; \$40 for your partner/spouse.

How To Successfully Market Your Home-Based Business on July 10 from 6:30 to 9:30 p.m. at Highline; \$39.

Call the following sponsors for details about training opportunities listed on this bulletin board:

SBA Business Enterprise Center	553-7320
Highline Community College	870-3785 or 870-3757
North Seattle Community College	527-3705
Seattle Central Community College	587-5448
Shoreline Community College	546-4562
South Seattle Community College	768-6855

Computer communication

Introduction to the Internet for 4 sessions starting June 30 from 6 to 9 p.m. for \$90 or Aug. 12 from 1 to 4 p.m. for \$50. Both at Seattle Central.

Introduction to the Internet for Mac for 2 weeks starting July 26 from 9 a.m. to 1 p.m. at North Seattle; \$95.

Hands-On Internet for the PC on Aug. 2 from 8 a.m. to 5:30 p.m. at North Seattle; \$105.

Internet Fundamentals on June 30 or Aug. 20 from 8 a.m. to 4 p.m. at Seattle Central; \$90.

Creating a Home Page for 2 weeks starting July 15 from 6 to 9 p.m. at North Seattle; \$80.

3rd Annual Western Washington Small Business Summits

Microsoft, Seafirst Bank, the SBA and several other major companies have teamed up to offer a series of one-day conferences bringing technology, financial education and success strategies together for small business.

Three dozen presentations include how to use key software, as well as retirement planning, video conferencing and on-line banking. Hands-on labs let you test drive Microsoft programs. Qualifying attendees will receive a free copy of Microsoft Office 97.

Summits remaining in the five-location schedule are 8 a.m. to 5 p.m. as follows:

Seattle on June 18 at the University of Washington HUB.

Everett on June 25 at the Holiday Inn.

Registration is \$49 in advance/\$99 at the door, including breakfast and lunch. To register, call (800) 964-6383 or go to mspacwest.qualdata.com/summit on the Internet.

Sales and marketing

Sales and Marketing for Small Business on Sept. 20 from 8 a.m. to 4 p.m. at SBA; \$45 in advance/\$50 at the door, including lunch; \$40 for a co-worker.

Marketing on the Internet on Aug. 5 from 1 to 4 p.m. at Seattle Central; \$50.

Marketing on the World Wide Web for 2 weeks starting July 1 from 6 to 9 p.m. at North Seattle; \$80.

Nontraditional Selling Strategies on July 11 from 9 a.m. to 4 p.m. at Shoreline; \$80.

How To Get Your Business in the News on July 16 from 6:15 to 9 p.m. at North Seattle; \$40.

Project skills

Effective Tools for Project Management on July 24 from 6:30 to 9 p.m. at North Seattle; \$30.

Introduction to Computer-Aided Drafting Using AutoCAD 12 for 4 weeks beginning July 26 at North Seattle; \$195.

Database Design on July 19 from 9 a.m. to 4:30 p.m. at North Seattle; \$95.

Bulletin board

Money matters

How To Raise Money on June 25 from 8 a.m. to 4 p.m. at SBA; \$45 in advance/\$50 at the door, including lunch; \$40 for a co-worker.

Managing Accounts Receivable for Small Business on July 29 from 6:30 to 9:30 p.m. at Shoreline; \$60.

Small Business Bookkeeping on July 12 from 10 a.m. to 4 p.m. at North Seattle; \$55.

Small Business Payroll on July 26 from 1 a.m. to 3 p.m. at North Seattle; \$45.

Business communication

Grammar for Business Professionals on July 18 from 9 a.m. to 4 p.m. at Shoreline; \$80.

Creating Your Marketing Brochure on July 31 from 6 to 9 p.m. at North Seattle; \$30.

Creating Your Marketing Brochure on June 26 from 6 to 9 p.m. at Highline; \$39.

How To Present a Standout Presentation on Aug. 5 from 6 to 9 p.m. at North Seattle; \$35.

Newsletters From Start to Finish on July 28 from 6:30 to 9 p.m. at North Seattle; \$25.

Women's Financial Resource Network

The network provides education and information about financial, tax, estate and business-succession planning for women business owners and professionals.

Seminars are noon to 2:00 p.m. at SBA's Business Enterprise Center (1200 Sixth Ave., Suite 1700, downtown Seattle). Cost is \$15, including lunch. For details or to be added to the mailing list, call 233-0171.

Choosing Among Financial Advisers: When To Engage CPAs, Attorneys, Financial Planners, Insurance Agents or Investment Advisers on July 11.

Introduction to Estate Planning: Types and Uses of Trusts on Sept. 12.

Personnel matters

How To Interview and Hire the Right People on July 26 from 9 a.m. to 3:30 p.m. at Shoreline; \$80.

Making the Transition to Supervision on July 16 from 9 a.m. to 4 p.m. at Shoreline; \$80.

MicroBusiness Institute[©]

Choose from an on-line catalog of 80 seminars and 25 noncredit college courses to benefit your small business. Go to <http://microbusiness.ce.usu.edu> on the Internet to view selections and register.

Cost is \$39 for each seminar and \$135 for each noncredit course.

Legislature okays design/build, GC/CM changes

Legislation to amend and extend use of alternative construction methods on public projects will go into effect July 1 nearly as proposed.

Handily approved by the Legislature and signed by the governor in May, the legislation modifies existing state law regulating when and how selected public agencies may use design/build and general contractor/construction manager (GC/CM) contracting methods.

With minor changes, both House and Senate accepted the amendments proposed by an oversight committee. As summarized in the March issue of this newsletter, they are a "mixed bag" as far as minority-owned, women-owned and small contractors are concerned.

A few of the changes are positive, such as raising the dollar value at which bonding is required. Others, including the following, have the potential to be negative:

- A public agency and its GC/CM could prequalify subcontract bidders.
- In certain circumstances, the GC/CM may perform subcontract work.
- Over the next two years, public agencies may use design/build or GC/CM on demonstration projects valued as low as \$3 million.
- The oversight committee may evaluate other alternative contracting methods, including contractor prequalification.

When (probably not "if") King County exercises its authority to use an alternative method depends on having an appropriate project to focus the decision.

"We don't have specific projects we know will use either

design/build or GC/CM," said Pearl McElheran, director of the Department of Construction and Facility Management, "but I'm glad to have these alternatives to choose from."

Added Kevin Kiernan, manager of Engineering Services for the Department of Solid Waste: "We tend to have a lot of lead time and the most likely project for using one of these methods is already in design," he said. "We are always interested, though, in anything that gives us more flexibility."

Regardless of lead time, wastewater projects aren't likely candidates anytime soon, explained John Vaughn, manager of design and construction for wastewater treatment.

"Most of our projects involve existing facilities, which makes determining the exact scope of work difficult," he said. "We have too many unknowns to negotiate a maximum cost."

"If we decide to build another treatment plant, we could have a firm scope, but that's a long way down the road."

Implications for certified firms will also be project-specific, said M/WBE Manager Phyllis Alleyne.

"I expect this office to be involved from the ground up, should the county seek to use any approach that will impact certified participation," she said.

"The law requires a public process before using an alternative method, and I certainly encourage certified firms to participate if the occasion arises."

Pilot authority to use design/build and GC/CM now extends to July 1, 2001. The oversight committee is to report to the Legislature again by December 2000.

Upcoming contracts

The following list itemizes contracts that King County expects to advertise over the next several months, plus any contracts expected to result from interlocal projects to which the county is a party.

When timely information is provided, this section of the newsletter also includes upcoming contracts of other governmental agencies in the area.

Because scope of work or estimated value may change by the time contracts go out for bid or proposal, King County provides three ways for you to keep up to date on county contracts currently being advertised:

- In print, see the *Seattle Daily Journal of Commerce*,

Thursday's *Seattle Times* or minority-owned publications.

- By phone, call the county's two 24-hour contracts information lines.

- On the Internet, access King County On-line Services.

County compliance specialists can provide general information about upcoming contracts in their specialty and may be able to refer you to project staff for technical information. They can also put you in touch with county staff working on interlocal projects.

See the back page of this newsletter for King County telephone numbers and the Internet address.

Consulting	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Public involvement	Coordinate secondary school waste-reduction/recycle education program; Solid Waste	\$120,000	3rd qtr. '97	Estes
	Coordinate household hazardous waste promotion/education program; Solid Waste	\$120,000	3rd qtr. '97	Estes
	Coordinate waste-reduction promotion/education program; Solid Waste	\$155,000	3rd qtr. '97	Estes
	Evaluate the impact of the local hazardous waste program; Public Health	\$50,000	3rd qtr. '97	Franklin
Research	Conduct rideshare market assessment involving customer surveys and focus groups; Metro Transit	\$40,000	3rd qtr. '97	Oreiro or Winston
	Conduct pricing/fare research involving literature review and nationwide survey of transit agencies; Metro Transit	\$22,000	3rd qtr. '97	Oreiro or Winston
	Conduct consumer-based pricing research involving customer surveys and focus groups; Metro Transit	\$33,000	3rd qtr. '97	Oreiro or Winston
Quality assurance	Develop an outcome-oriented quality assurance procedure for human-service agencies with which the county has contracts and train them in its use; Community Services	\$30,000	3rd qtr. '97	Franklin
Environment	Study landfill gas control at Cedar Hills; G13224; Solid Waste	\$54,500	3rd qtr. '97	Estes
	Study landfill gas control at Vashon; G13269; Solid Waste	\$5,000	3rd qtr. '97	Estes
	Conduct Part 150 noise study at King County International Airport; Construction and Facility Management	\$200,000	1st qtr. '98	Lee
	Conduct an air pollution study at King County International Airport; Construction and Facility Management	\$90,000	2nd qtr. '98	Lee
Design	On-call architecture and engineering consultant to provide facility planning and design support for improvements to operating facilities. Emphasis will be on providing support during planning and predesign; may also allow for limited support during final design and construction; Metro Transit	\$800,000	4th qtr. '97	Oreiro or Winston
	Develop master plan, complete Phase 1 drawings and obtain permits for Cottage Lake Park. Includes utilities, grading, boat launch, roads, pathways, shelter, beach area, restrooms, parking, stream rehabilitation and mitigation, fishing/boating pier, stage area, bridge boardwalk and landscaping; Construction and Facility Management	\$2,000,000	3rd qtr. '97	Lee
	Analyze parkway/trail design for East Lake Sammamish trail. Includes study review, public meetings, site inventory with alternative plans and final conceptual design assessment report; Construction and Facility Management	\$50,000	3rd qtr. '97	Lee

Continued on next page

Consulting	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Design	Design improvements to Southwest County ballfield, including 4 to 6 Little League fields, parking, picnic shelter, restrooms, children's play area, trails, service roads, landscaping and related site improvements; Construction and Facility Management	\$150,000	3rd qtr. '97	Lee
	Update master plan for Lakewood Park. Includes Phase 1 design and construction of water-quality improvements, dock repair and other recreation improvements; Construction and Facility Management	\$200,000	3rd qtr. '97	Lee
	Develop master plan for park acreage south of shooting range in Ravensdale. Includes trails for mountain bikers, physically challenged and equestrians; Construction and Facility Management	\$105,400	3rd qtr. '97	Lee
	Revise master plan for Juanita Beach Park, including examination of process that continually fills in the beach swimming area; Construction and Facility Management	\$154,000	3rd qtr. '97	Lee
	Design facility improvements at First Ave. Northeast transfer station; 013091; Solid Waste	\$225,000	4th qtr. '97	Estes
	Design seismic retrofit for Algona, First Northeast, Renton and Houghton transfer stations; 003093; Solid Waste	\$330,000	3rd qtr. '97	Estes
	Design modifications to the wet grit/biosolids lay-down area at West Point Treatment Plant; Wastewater Treatment	\$300,000	3rd qtr. '97	Oreiro or Winston
	Design modifications to the digester cleaning system at West Point Treatment Plant; Wastewater Treatment	\$290,000	3rd qtr. '97	Oreiro or Winston
	Design removal and replacement of underground fuel storage tanks at Cedar Hills landfill; 013001; Solid Waste	\$187,000	3rd qtr. '97	Estes
	Design facility improvements at Houghton transfer station; 013086; Solid Waste	\$250,000	3rd qtr. '97	Estes
	Design improvements to welding, storage and chassis cleaning facilities at Cedar Hills landfill; Solid Waste	\$284,000	3rd qtr. '97	Estes
Engineering	Two on-call general engineering contracts; Wastewater Treatment	\$250,000	3rd qtr. '97	Oreiro or Winston
	On-call environmental engineering; Metro Transit	\$300,000	3rd qtr. '97	Oreiro or Winston
Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
General	Extend Swamp Creek sewer line; Wastewater Treatment	\$1,180,000-\$1,966,000	3rd qtr. '97	Oreiro or Winston
	Modify digester foam removal/odor control system at West Point Treatment Plant; Wastewater Treatment	\$500,000	3rd qtr. '97	Oreiro or Winston
	Construction at Green River Transit Hub; Metro Transit	\$128,000	3rd qtr. '97	Oreiro or Winston
	Modify transit hubs for passengers to access new transit services; an interlocal project managed by the City of Redmond (in cooperation with Metro Transit)	\$1,000,000	3rd qtr. '97	Oreiro
	Upgrade existing grass playfields at Lake Geneva with grading, drainage, irrigation, imported topsoil and seeding; Construction and Facility Management	\$350,000	3rd qtr. '97	Lee
	Modify customer assistance facility in downtown Seattle transit tunnel; Metro Transit	\$95,000	4th qtr. '97	Oreiro or Winston
	Modify hoists at Bellevue Base; Metro Transit	\$60,000	3rd qtr. '97	Oreiro or Winston
	Upgrade water system at Bow Lake transfer station; 013120; Solid Waste	\$84,000	3rd qtr. '97	Estes
	Construct a gas extraction system and remediate potential groundwater contamination at Puyallup transfer station; 003089; Solid Waste	\$475,000	3rd qtr. '97	Estes

Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
General	Modify vault lids at bases; Metro Transit	\$193,000	3rd qtr. '97	Oreiro or Winston
	Modify training center at South Base; Metro Transit	\$50,000	3rd qtr. '97	Oreiro or Winston
	Construct educted solids metal facility; Metro Transit	\$110,000	4th qtr. '97	Oreiro or Winston
	Construct ADA walkway at Bothell Transit Center; Metro Transit	\$75,000	3rd qtr. '97	Oreiro or Winston
	Construct stormwater quality improvements at Kent-Des Moines park-and-ride lot; Metro Transit	\$89,000	3rd qtr. '97	Oreiro or Winston
	Construct stormwater quality improvements at Star Lake park-and-ride lot; Metro Transit	\$89,000	3rd qtr. '97	Oreiro or Winston
	Construct stormwater quality improvements at Auburn park-and-ride lot; Metro Transit	\$81,000	3rd qtr. '97	Oreiro or Winston
	Construct interior landfill gas header at Cedar Hills area 4-W; 013320; Solid Waste	\$318,000	3rd qtr. '97	Estes
	Construct landfill gas control system at Cedar Hills; 013321; Solid Waste	\$646,000	3rd qtr. '97	Estes
	Construct final cover at Cedar Hills area 4; 013118; Solid Waste	\$4,410,000	3rd qtr. '97	Estes
	Construct surface water controls and install emergency power at the closed Houghton landfill; 003090; Solid Waste	\$426,000	3rd qtr. '97	Estes
	Construct access controls at the Skykomish drop box; 013085; Solid Waste	\$65,000	4th qtr. '97	Estes
	Modify sump gate at West Point Treatment Plant; Wastewater Treatment	\$25,000-\$35,000	3rd qtr. '97	Oreiro or Winston
	Enhance incinerator at West Point Treatment Plant; Wastewater Treatment	\$20,000-\$30,000	4th qtr. '97	Oreiro or Winston
	Modify gate in influent control structure at West Point Treatment Plant; Wastewater Treatment	\$70,000-\$80,000	4th qtr. '97	Oreiro or Winston
	Modify existing openings for grinder room at West Point Treatment Plant; Wastewater Treatment	\$70,000-\$80,000	4th qtr. '97	Oreiro or Winston
	Clean up sediment at Norfolk CSO; Wastewater Treatment	\$1,000,000-\$1,300,000	3rd qtr. '97	Oreiro or Winston
	Upgrade maintenance building and annex at East Division Reclamation Plant at Renton; Wastewater Treatment	\$600,000-\$800,000	3rd qtr. '97	Oreiro or Winston
	Upgrade exterior of 7300 Building at King County International Airport; Construction and Facility Management	\$40,000	3rd qtr. '97	Lee
	Rehabilitate northeast T-hangars at King County International Airport; Construction and Facility Management	\$1,500,000	1st qtr. '98	Lee
	Modify system for removing oil and water from digester gas at West Point Treatment Plant; Wastewater Treatment	\$90,000-\$110,000	4th qtr. '97	Oreiro or Winston
Demolition	Demolish building at King County International Airport; Construction and Facility Management	\$10,000	3rd qtr. '97	Lee
Drainage	Stabilize ravine with rock and vegetation in the Mirrormont residential area; OD1095; Water and Land Resources	\$62,000	3rd qtr. '97	Estes
	Reconstruct approx. 400 feet of Ebright Creek and replace a culvert; OJ1005; Water and Land Resources	\$162,000	3rd qtr. '97	Estes
	Reconstruct approx. 400 feet of Pine Lake Creek and replace culverts; OK1005; Water and Land Resources	\$250,000	3rd qtr. '97	Estes
	Install 2,000 feet of pipe and stabilize 200 feet of Tributary 0143L's channel; AJ1005; Water and Land Resources	\$468,000	3rd qtr. '97	Estes
	Upgrade storm drainage pipe and improve channel at Hollywood Hills; Water and Land Resources	\$350,000	3rd qtr. '97	Estes

Continued on next page

Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Drainage	Modify two detention ponds and construct a pipe system in Ruddell residential area; A1595; Water and Land Resources	\$400,000	3rd qtr. '97	Estes
	Construct stream channel and culverts in Puget Colony Homes residential area; OC1135; Water and Land Resources	\$100,000	3rd qtr. '97	Estes
	Place rock and woody debris in 1,000 feet of Hylebos East Branch by highline; OC1685; Water and Land Resources	\$75,000	3rd qtr. '97	Estes
	Place rock and woody debris in 1,000 feet of Kanim Creek by highline; OV1005; Water and Land Resources	\$150,000	3rd qtr. '97	Estes
	Place rock and woody debris in Many Springs Creek by helicopter; OW1005; Water and Land Resources	\$75,000	3rd qtr. '97	Estes
Roofing	Replace roof on three digesters at West Point Treatment Plant; Wastewater Treatment	\$130,000-\$170,000	4th qtr. '97	Oreiro or Winston
HVAC	Replace unit-repair HVAC system; Metro Transit	\$300,000	3rd qtr. '97	Oreiro or Winston
	Modify fuel area ventilation at North and Central bases; Metro Transit	\$75,000	3rd qtr. '97	Oreiro or Winston
Installation	Install emergency generator at Lake Ballinger pump station; Wastewater Treatment	\$300,000-\$340,000	3rd qtr. '97	Oreiro or Winston
	Install safety items at transfer stations; 013112; Solid Waste	\$405,000	4th qtr. '97	Estes
	Install approx. 20,000 linear feet of 108-inch sewer pipe for south interceptor Phase III; Wastewater Treatment	\$16,000,000-\$18,000,000	4th qtr. '97	Oreiro or Winston
	Install vertical centrifugal pump at West Point Treatment Plant; Wastewater Treatment	\$550,000	3rd qtr. '97	Oreiro or Winston
	Install emergency generators at Heathfield and Sunset pump stations; Wastewater Treatment	\$500,000-\$560,000	3rd qtr. '97	Oreiro or Winston
	Install additional safety alarms at West Point Treatment Plant; Wastewater Treatment	\$30,000-\$40,000	3rd qtr. '97	Oreiro or Winston
	Install uninterruptible power-supply monitoring system at West Point Treatment Plant; Wastewater Treatment	\$5,000-\$10,000	4th qtr. '97	Oreiro or Winston
	Replace wet well float switch at West Point Treatment Plant; Wastewater Treatment	\$5,000-\$10,000	4th qtr. '97	Oreiro or Winston
	Replace clutch drive at Yarrow Bay pump station; Wastewater Treatment	\$140,000-\$180,000	3rd qtr. '97	Oreiro or Winston
	Install emergency generator at South Mercer pump station; Wastewater Treatment	\$230,000-\$250,000	4th qtr. '97	Oreiro or Winston
	Install conveyors for biosolids at West Point Treatment Plant; Wastewater Treatment	\$90,000-\$110,000	4th qtr. '97	Oreiro or Winston
	Install variable flow devise at Mathews Park pump station; Wastewater Treatment	\$100,000-\$300,000	4th qtr. '97	Oreiro or Winston
	Install back-up step screen at West Point Treatment Plant; Wastewater Treatment	\$140,000-\$180,000	4th qtr. '97	Oreiro or Winston
	Replace lighting at Redmond park-and-ride lot; Metro Transit	\$258,000	4th qtr. '97	Oreiro or Winston
	Install street grates in downtown Seattle transit tunnel; Metro Transit	\$396,000	3rd qtr. '97	Oreiro or Winston
Painting	Mark exit areas in galleries throughout West Point Treatment Plant; Wastewater Treatment	—	4th qtr. '97	Oreiro or Winston
	Paint areas for vandalism and corrosion protection at West Point Treatment Plant; Wastewater Treatment	\$355,000-\$395,000	4th qtr. '97	Oreiro or Winston
Roads/Paving	Replace concrete paving and drainage at East Base; Metro Transit	\$150,000	3rd qtr. '97	Oreiro or Winston

Continued on next page

Construction	Description and source	Estimated value (if known)	Expect to advertise	Compliance specialist
Roads/Paving	Replace/install parking lot/pathway paving at county park facilities, including Gold Creek parking lot, Enumclaw Fairgrounds north parking lot, roadways and pathways, Luther Burbank Park north parking lot and Si View Center parking; Construction and Facility Management	\$230,000	3rd qtr. '97	Lee
	Overlay various park-and-ride lots; Metro Transit	\$707,000	3rd qtr. '97	Oreiro or Winston
	Repair/replace guardrails countywide; C62097; Road Services	\$500,000-\$650,000	4th qtr. '97	Estes
	Widen South 96th St.; 300390; Road Services	—	3rd qtr. '97	Estes
	Extend Lakemont Boulevard, construct bridge and large retaining walls, widen and perform environmental mitigation; an interlocal project with the City of Bellevue as the lead agency (in cooperation with Road Services)	\$16,000,000	3rd qtr. '97	Estes
	Widen Southeast 240th St. and add curbs, sidewalks, gutters, signals and lighting; 500187; Road Services	\$6,000,000	3rd qtr. '97	Estes
	Widen 208th Ave. Northeast at Union Hill Road and add sidewalk and signals; C74113; Road Services	\$250,000	3rd qtr. '97	Estes
	Widen Northeast 124th St. and perform environmental mitigation; 100389; Road Services	\$4,700,000	3rd qtr. '97	Estes
	Stabilize shoulders along 154th Ave. Southeast at Orting Hill Road and improve drainage; 400296; Road Services	\$400,000	3rd qtr. '97	Estes
	Widen 244th Ave. Southeast and add sidewalks and signals; 400895; Road Services	\$1,800,000	3rd qtr. '97	Estes
	Realign western intersection of Southeast Lake Moneysmith Road and Lake Holm Road; C67401; Road Services	\$300,000	3rd qtr. '97	Estes
	Add concrete curb, gutter and sidewalk on Renton Ave. South; 300397; Road Services	\$110,000	3rd qtr. '97	Estes
	Construct pedestrian walkway along Cedar Grove Road; C63453; Road Services	—	3rd qtr. '97	Estes
	Rehabilitate Taxiway A concrete at King County International Airport; Construction and Facility Management	\$815,000	4th qtr. '97	Lee
	Rehabilitate cargo apron at King County International Airport; Construction and Facility Management	\$1,000,000	2nd qtr. '98	Lee
Bridges	Install seismic retrofit and widen sidewalk on Brissack bridge; C63252, C72201; Road Services	\$300,000	3rd qtr. '97	Estes
	Install seismic retrofit and redeck Ames Lake bridge; C72202; Road Services	\$230,000	3rd qtr. '97	Estes
	Coordinate with utility companies to construct new bridge above existing Tolt River elevated pipeline at 155th Ave. Northeast; Construction and Facility Management	\$300,000	3rd qtr. '97	Lee
Goods and Services	Description	Estimated value (if known)	Expect to advertise	Compliance specialist
Software	King County must replace its existing payroll/human resources system with one that improves current business processes, reduces maintenance costs and complies with union contracts and government regulations. It must provide detailed pay stubs, be Year-2000 compliant and respond effectively to business changes; RFP 97-033	\$2,000,000	3rd qtr. '97	Franklin
Paratransit broker	Call intake and trip scheduling for ACCESS paratransit for riders unable to take regular bus service; Accessible Services	\$10,000,000-\$12,000,000 over three years	3rd qtr. '97	Oreiro or Winston

For more information

Published quarterly by King County's Minority/Women Business Enterprise and Contract Compliance Division, 821 Second Ave., M.S. 133, Seattle, WA 98104-1598. We invite your comments and suggestions.

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Keven Franklin (206) 689-4593
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If you do not know which of the above compliance specialists focuses on your type of contract, call 684-1330 for referral.

County specialty information

Purchasing M/WBE liaisons
Exchange Building (206) 689-5246
Administration Building (206) 296-4210
Kingdome concessions
Gary Atchison (206) 296-3180
Transit concessions
Esther Alley (206) 205-0717
Motor pool fleet (206) 296-6521
Disability compliance
Della Shaffer (206) 296-7705
Minority Entrepreneurship Program and M/WBE loans
Francisco Jimenez (206) 205-0713
King County Civil Rights Commission
Manny Lee (206) 296-7485

County specialty registration

A&E and general consultant rosters

Frances Gaucin (206) 684-2024
Transit vehicle-maintenance vendor list
Donna McCoy (206) 684-2204
Small public-works roster (206) 684-1270
Vendor bidders' list (206) 689-3153

Current county contracts

Professional/construction hotline (206) 684-1270
Goods/nonprofessional/consulting hotline (206) 689-3153
On-line <http://www.metrokc.gov/oppis/bidsprop.htm>

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